

NEW HAMPSHIRE STATEWIDE CONTRACT FOR BOOKS, NON-PRINT LIBRARY MATERIALS, AND RELATED ANCILLARY SERVICES

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

=> => => => => =>

Bidder

A O B C

For Item I, Trade; Item II, Non-Trade; and Item III, Textbook Publications, a percent discount shall be offered as follows: List less _____% Discount
For Item IV, Net Publications, a handling charge shall be as follows: \$ _____ each
Enter Zero if No Discount or No Charge

PUBLICATIONS

Item I TRADE Discount	Item II NON-TRADE Discount	Item III Text- Books	Item IV NET Handling Charge
-----------------------------	----------------------------------	----------------------------	--------------------------------------

A.-E. PRINT

A.	CLOTH BINDING				
	Discount/Charge per copy	10-20 %	0-10 %	0-10 %	\$ +15% preferred
	Volume Pricing-Price Breaks for Single Title: 1-5 copies	10-20 %	5-10 %	5-10 %	\$ 15/copy
	6-10 copies	10-20 %	5-10 %	5-10 %	\$ 10/copy
	11+ copies	10-20 %	5-10 %	5-10 %	\$ 7/copy
B.	LIBRARY BINDING				
	Discount/Charge per copy	-10 to +15%	-10 to +15%	-10 to +15%	\$ +15% preferred
	Volume Pricing-Price Breaks for Single Title: 1-5 copies	-10 to +15%	-10 to +15%	-10 to +15%	\$ 15/copy
	6-10 copies	same %	same %	same %	\$ 10/copy
	11+ copies	same %	same %	same %	\$ 7/copy
C.	PAPERBACKS, QUALITY				
	Discount/Charge per copy	10-20 %	-10 to +15%	-10 to +15%	\$ +15% preferred
	Volume Pricing-Price Breaks for Single Title: 1-5 copies	10-20 %	-10 to +15%	-10 to +15%	\$ 15/copy
	6-10 copies	same %	same %	same %	\$ 10/copy
	11+ copies	same %	same %	same %	\$ 7/copy
D.	PAPERBACKS, MASS MARKET				
	Discount/Charge per copy	20-25 %	-10 to +15%	0 to +15%	\$ +15% preferred
	Volume Pricing-Price Breaks for Single Title: 1-5 copies	20-25 %	-10 to +15%	0 to +15%	\$ 15/copy
	6-10 copies	same %	same %	same %	\$ 10/copy
	11+ copies	same %	same %	same %	\$ 7/copy

**NEW HAMPSHIRE STATEWIDE CONTRACT FOR BOOKS, NON-PRINT LIBRARY
MATERIALS, AND RELATED ANCILLARY SERVICES**

**PLEASE USE BLACK INK OR TYPEWRITER WHEN
PREPARING YOUR BID. BE SURE YOU HAVE
INSERTED YOUR COMPANY'S NAME IN THE BOX**

=> => => => => =>

Bidder

A O B C

PUBLICATIONS

	<u>Item I</u>	<u>Item II</u>	<u>Item III</u>	<u>Item IV</u>
	<u>TRADE</u>	<u>NON-TRADE</u>	<u>Text-</u>	<u>NET</u>
	<u>Discount</u>	<u>Discount</u>	<u>Books</u>	<u>Handling</u>
				<u>Charge</u>
E. PREBOUND HARDBACKS				
Discount/Charge per copy	_____ %	_____ %	_____ %	\$+15% preferred
Volume Pricing-Price Breaks				
for Single Title: 1-5 copies	10-20 _____ %	0-10 _____ %	0-10 _____ %	\$ 15/copy
6-10 copies	same _____ %	same _____ %	same _____ %	\$ 10/copy
11+ copies	same _____ %	same _____ %	same _____ %	\$ 7/copy
F. <u>NON-PRINT AND OTHERS</u>				
Discount/Charge for single unit				
1. Audio Cassettes (music, educational, etc.)	0-10 _____ %	0-10 _____ %	0-10 _____ %	\$15/copy
2. Audio Visual Materials	0-10 _____ %	0-10 _____ %	0-10 _____ %	\$15/copy
3. Books on Tape Abridged	0-10 _____ %	0-10 _____ %	0-10 _____ %	\$15/copy
4. Books on Tape Unabridged	0-10 _____ %	0-10 _____ %	0-10 _____ %	\$15/copy
5. CD-ROM (fixed price only- no online services)	_____ %	_____ %	_____ %	\$15/copy
6. CD-ROM (additional discount if offered in conjunction with an online service)	_____ %	_____ %	_____ %	\$ _____
7. CDs (music, etc.)	_____ %	_____ %	_____ %	\$ 15/copy
8. Encyclopedias	0 _____ %	0 _____ %	0 _____ %	\$ 15/copy
9. Laser Disc	_____ %	_____ %	_____ %	\$ _____
10. Maps	0-10 _____ %	0-10 _____ %	0-10 _____ %	\$15/copy
11. Microcomputer Software (educational)	0 _____ %	0 _____ %	0 _____ %	15/copy \$ _____
12. Microform (Microfiche and microfilm)	0 _____ %	0 _____ %	0 _____ %	\$15/set

NEW HAMPSHIRE STATEWIDE CONTRACT FOR BOOKS, NON-PRINT LIBRARY MATERIALS, AND RELATED ANCILLARY SERVICES

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

Bidder

A O B C

PUBLICATIONS

	<u>Item I</u>	<u>Item II</u>	<u>Item III</u>	<u>Item IV</u>
	<u>TRADE</u>	<u>NON-TRADE</u>	<u>Text-</u>	<u>NET</u>
	<u>Discount</u>	<u>Discount</u>	<u>Books</u>	<u>Handling</u>
				<u>Charge</u>
13. Slides	<u>0</u> %	<u>0</u> %	<u>0</u> %	\$ <u>15/set</u>
14. Video Tapes (feature film, educational, etc.)	<u>0</u> %	<u>0</u> %	<u>0</u> %	\$ <u>15/copy</u>
15. Other (please specify)				
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____

Volume Pricing-Price Breaks for Section F for Multiple Units-List Non-Print Sub-Item Numbers: (Aggregate pricing to be offered on subsequent pages)

No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____

Charge

Services-Specify

G. SERVICES
See Page 20,
"Detailed Specifications."
Bidders to specify the
services they offer.

1. Catalog Kits

\$.50
1.00

.50
23

Unaffixed spine label
Unaffixed spine label +
book card/pocket
To affix labels/pocket

NEW HAMPSHIRE STATEWIDE CONTRACT FOR BOOKS, NON-PRINT LIBRARY MATERIALS, AND RELATED ANCILLARY SERVICES

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

=> => => => => =>

Bidder

A O B C

2.	Cataloging and Processing	\$ 2.00	printed catalog cards/set
		\$ 2.00	adding 500 or 505 contents
		\$	
		\$	
		\$	
3.	Rebinding of Paperbacks	\$ N/A	
		\$	
		\$	
		\$	
4.	Shelf Ready Books	\$	
	Combine elements	\$	
	from 1,2,6,7,8,9	\$	
		\$	
5.	Customized Reports	\$ 0.00	
		\$	
		\$	
		\$	
6.	Bibliographic Records	\$ 2.00	copy cataloging
		\$ 4.00	edited or rev. ed.
		\$ 8.00	original cataloging
		\$	
7.	Security Tape	\$.50	customer supplied, inserted
		\$ 1.00	A O B C supplied, inserted
		\$	
		\$	
8.	Bar Codes	\$.50	customer supplied
	bar code affixed	\$ 1.00	A O B C supplied
	data in record	\$	
		\$	
9.	Other - Bidder to list:		
	Plastic dust jackets	\$ 1.75	1.5 mil affixed
		\$ 2.50	4.0 mil affixed
		\$ 4.00	Coverups affixed

NEW HAMPSHIRE STATEWIDE CONTRACT FOR BOOKS, NON-PRINT LIBRARY MATERIALS, AND RELATED ANCILLARY SERVICES

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

=> => => => => =>

Bidder

A O B C

See "Discounts," "Aggregate Discounts," clauses and "Detailed Specifications."

Please specify the amounts that apply in the left column and the discounts to the right of the solid line.

DISCOUNTS

<u>Item I</u>	<u>Item II</u>	<u>Item III</u>	<u>Item IV</u>
TRADE	NON-TRADE	Text-	NET
<u>Discount</u>	<u>Discount</u>	<u>Books</u>	<u>Handling</u>
			<u>Charge</u>
			<u>\$ or %</u>
_____ %	_____ %	_____ %	_____
_____ %	_____ %	_____ %	_____
_____ %	_____ %	_____ %	_____
_____ %	_____ %	_____ %	_____
_____ %	_____ %	_____ %	_____
_____ %	_____ %	_____ %	_____
_____ %	_____ %	_____ %	_____
_____ %	_____ %	_____ %	_____
_____ %	_____ %	_____ %	_____

VOLUME PRICING-PRICE BREAKS

for agency's aggregate purchase in dollars. Please specify the amount that applies:

\$ N/A
\$ _____
\$ _____

VOLUME PRICING-PRICE BREAKS

for aggregate contract purchases in dollars statewide:

\$ N/A
\$ _____
\$ _____

OTHER VOLUME PRICE BREAKS AND/OR DISCOUNTS - Bidder to explain:

\$ N/A
\$ _____
\$ _____

Electronic Access Ordering Discount

Prepayment Plan Discount

Deposit Account Discount

Approval Plan Discount

Please Explain

N/A %

N/A %

N/A %

N/A %

N/A %

NEW HAMPSHIRE STATEWIDE CONTRACT FOR BOOKS, NON-PRINT LIBRARY
MATERIALS, AND RELATED ANCILLARY SERVICES

PLEASE USE BLACK INK OR TYPEWRITER WHEN
PREPARING YOUR BID. BE SURE YOU HAVE
INSERTED YOUR COMPANY'S NAME IN THE BOX

=> => => => => =>

Bidder

A O B C

BIDDER SHALL ANSWER EACH OF THE FOLLOWING QUESTIONS AS PART OF THE BID:

1. Number of years in business (three years minimum required): 32
In lieu of three years, previous experience may be considered
or five references may be provided.
See "Qualification of Bidder" clause.
2. If bidder does not meet the three-year requirement, has either
documentation of previous experience or the required five
references (including company name, contact person, complete
address, telephone and fax numbers) been attached?
N/A YES NO
3. Does bidder offer an electronic access ordering system (optional)?
 X YES NO
4. If yes, name of computer software system offered for electronic
access ordering system: A O B C on WEB
5. Is 24-hour rush delivery available (optional)? X YES NO
6. If yes, is there an additional charge for 24-hour delivery? X YES NO
7. If there is a price additional for 24-hour delivery, on what basis
(state "0" if none)? UPS "RED" Zone 3 from NJ \$25 ~~tr~~ actual UPS (inventory
Charge: \$ 25 (standard rush charge) or publisher direct)
8. Is bidder offering foreign product? X YES NO
If yes, please identify: any book requested
9. Toll-free numbers for state procurement use
(see "Toll-Free Numbers"): Telephone: ** Fax: **provided on award
10. If a toll-free number is not currently available, is bidder willing
to establish a toll-free number, if awarded a contract? N/A YES NO
11. Is bidder prepared to submit the required financial statements
within five business days of request (see "Financial Stability"
clause)? X YES NO
12. Guaranteed Delivery (Number of calendar days required to
ship 95 percent of typical order)? 30 Days A/R/O

NEW HAMPSHIRE STATEWIDE CONTRACT FOR BOOKS, NON-PRINT LIBRARY
MATERIALS, AND RELATED ANCILLARY SERVICES

PLEASE USE BLACK INK OR TYPEWRITER WHEN
PREPARING YOUR BID. BE SURE YOU HAVE
INSERTED YOUR COMPANY'S NAME IN THE BOX

=> => => => => =>

Bidder

A O B C

13. In the event you may be successful in
receiving an award, please provide the
following information for inclusion in
the Notice of Contract Award to be sent
to customer agencies:

Company Name:

American Overseas Book Co., Inc.

Street Address:

550 Walnut St.

P.O. Box:

City, State, Zip:

Norwood, NJ 07648

Contact Person (please print or type):

Karen Flowers

Telephone Number:

800 _____
Local 201 767-7600

Fax Number:

800 N/A
Local 201 784-0263

Internet Address (E-mail):

books@aobc.com

WWW Site:

A O B C

14. Is the pricing offered the same or lower
than that offered to other corporations,
institutions, and government agencies'
on similar items, quantities, terms and
conditions:

X YES NO

If no, please explain:

15. EXCEPTIONS: Does bidder take exception
to any of the terms and conditions stated
herein?

 YES X NO

If "YES", please explain in detail:

